FSC-133-B

ROU Brief - 8/13/97

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

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➡ *Second Half 1997 Wholesale Partners Tracking*

(Contacts: Partners, Julie Knabb, #7754; Mercury, Your RBM)

- Partners Tracking for second half, 1998 will be available on Monday, August 18.
  - Only accounts who have submitted an enrollment form will be available on the pick-list.
  - To verify if your Account is enrolled, contact RJR Partners Help Desk at (800) 230-9372.

➡ *Forsyth Tobacco Planning Guides*

(Contact: Gwen Scott, #3340)

- All ROUs should have received enough updated Forsyth Tobacco Planning guides to disperse one per KAM, AM
- Guides to be used for presentation purposes when calling on chains - not intended to be used as a "leave behind."
- Large quantities of new guides being ordered, down to SR level. Please order only as needed.

➡ *SMS Order Entry PF4*

(Contact: Kay Adams, #7107)

- Effective Monday, August 18, a change will occur when PF4 Key is pressed after entering an order.
  - All available inventory will continue to ship in order to meet requested delivery date.
  - Items that are backordered will no longer be held until the balance of the inventory is available to ship. As receipts are made on a daily basis, items will be released and shipped the next day.
- Change has been made to ensure timely delivery of key promotional materials.
- PF10 Function has not changed.

➡ *SIS Mass Update Available for RJR Volume and Industry Volume*

(Contact: Chris Minner, #1642)

- RJR Weekly Carton volumes and Industry volumes can now be mass updated from AIM information displayed in SIS.
  - Select accounts for weekly carton volume mass updates using the 'M01' Selection screen in SIS.
  - From the 'M03' scroll list, select the 'M51 Mass Update' function.
  - Select 'Weekly Carton Volumes' option from 'M51 Mass Update' screen.
  - Two mass update options are available. Choose RJR Volume or Industry Volume option by entering a 'Y' in the action column and press ENTER. (only one mass update option can be selected at a time)
  - A window will be displayed to confirm update. Select 'Y' or 'N' and press ENTER.
  - Another window will be displayed that provides an error listing option of accounts that will not be mass updated. Select this option with an 'X' or press ENTER to continue. If this option is selected, a scroll list of account numbers and the error type are displayed while system is mass updating selected accounts. User will be required to press ENTER during mass update if more than one window of accounts are in error. Errors include:

    #1 - AIM RJR Volume is zero - mass update function will not replace SIS RJR Weekly carton volume with AIM RJR volume.

    #2 - AIM Industry Volume is zero - the mass update function will not replace SIS Industry carton volume with AIM Industry volume.
  - After system returns to mass update screen, mass update has been completed.
- Effective Date: Monday, August 18, 1997

➡ *WINSTON Launch Accomplishments*

(Contacts: ROU, Dick Luongo, #6110)

- Please submit any outstanding WINSTON Launch accomplishments to your ROU for potential publication in Sales Merchandiser.
  - Keep write-up simple, bullet format.
  - No photos need to be submitted.
  - ROU should submit accomplishments to your AMO.

➡ *SMS Updates*

(Contact: Jasper Spencer, #4072)

- Mini Overheads Availability
  - 2' Mini Overhead (Item # 483650) and 6' Mini Overhead (Item # 483641) are on backorder and will be back in inventory week of August 25, 1997.
- APD Availability
  - Effective immediately, **Non-Illuminated** APD's are on open order. Item numbers include: APD 1 (item # 526730), APD 2 (item #526742), APD 3 (item # 526751), and APD 4 (item # 526760).
  - All **Illuminated** APD's are still **allocated** to Sales Area Level. Item numbers include: APD 1 (item # 526724), APD 2 (item # 526733), APD 3 (item # 526745), and APD 4 (item # 526754).
- Security Shields Availability
  - Effective immediately, spare parts program for security shields has been discontinued. Instead of ordering through spare parts, security shields for APD's and System III's can be ordered through SMS. The item numbers and descriptions:

Description	Item #	SKU Pack
APD Security Shield Kings - 4 wide	526781	1
APD Security Shield Kings - 3 wide	526784	1
APD / Sys III Security Shield - 4 wide	533561	1
APD / Sys III Security Shield - 3 wide	533564	1
DORAL 6 Tray Security Kit	533543	1 Kit
DORAL 9 Tray Security Kit	533540	1 Kit

  - APD Security Shields (Item numbers 526781 and 526784) will be discontinued as soon as inventory is depleted. Once inventory is depleted, the APD/Sys III Security Shields (Item #'s 533561 and 533564) will only be offered since they both fit the APD and SYS III. Also, Forsyth 2 Tray Wire Counter Display (Item # 522593) is 6 packs wide per shelf. Can use 4 APD / Sys III Security Shields - 3 wide (Item # 533564) if security shields needed for this display.

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